

Full Price	20,910	BTR purchases 36%
Savings	14,300	BTR purchases 7.6%

51859 7660



*RJReynolds*

Tobacco Company

**FAX**

Date: 12/6/94

C. H. NORRIS  
Military Sales Manager

1481 Greystone Lane  
Willard, OH 46150  
613-575-6074  
Fax 618 675 6078

To: STEPHEN MACLEOD

From: CHARLIE NORRIS 50777

Subject: U.S. COAST GUARD FOCUS

voice mailed info  
Charlie, Greg, Ralph  
handle w/ Fred

Comments: Stephen here is the program  
evaluation form for the U.S. Coast Guard  
Overload. This was an exception  
because they were missing 2 weeks  
information

Charlie Norris

## FOCUS PARTNERSHIP SHARED SUCCESS

## Program Evaluation Form

Program Period: May 2, 1994 through October 28, 1994

Customer Name: U.S. Coast GuardShip-to Account Number: 9654500

## Customer SOM Determination

RJR Beginning Period Base SOM: 34.7 %RJR Ending Program Period SOM: 24.1 %Result: (+/-) (-) 10.6 %Payment Qualification: (Check) Yes X No       

RJR Cartons:	# Cartons Sold		Rate/Carton	Payment
Full Price	<u>32,770</u>	x	\$ <u>.04</u>	\$ <u>1,310.80</u>
Savings	<u>19,818</u>	x	\$ <u>.03</u>	\$ <u>594.54</u>
Total Payment				\$ <u>1,905.34</u>

Julie Korman  
Participant SignaturePhilip P. Thomas  
R. J. Reynolds Tobacco CompanyProcurement Clerk  
Title 12/6/94  
DateMSM  
Title 12/6/94  
Date

51859 7662

**RJR**  
**Reynolds**  
Tobacco Company

TO:

Fred Baumann Fax #910-744-4214

FROM:

AL Moore

DATE:

12-6-94

RE:

Please make the following adjustments  
As information Charlie Norris has  
reviewed and approved the attached.  
Any questions please contact me  
at 716-634-9232

AL

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IF YOU DO NOT RECEIVE ALL PAGES OF THIS FAX,  
PLEASE CONTACT (716)634-3143. THANK YOU

51859 7663

MESSAGE CONFIRMATION

12/06/06 16:43 TIME:16:43

11/01/06 RJP

DATE	TIME	ORIGIN	DESTINATION	STATION ID	TYPE	PAGES	RESULT
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